Message Text

CONFIDENTIAL

PAGE 01 KUWAIT 03554 140618Z ACTION NEA-11

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CONFIDENTIAL KUWAIT 3554

DEPT. FOR NEA/ARP

E.O. 11652: GDS TAGS: BEXP

SUBJECT: AIRWAYS ENGINEERING PROPOSAL FOR RUNWAY AT

KUWAIT AIRPORT

REF: (A) STATE 148835, (B) KUWAIT 0948, (C) STATE 036566.

- 1. PROPOSALS OF AIRWAYS ENGINEERING AND OTHER FIRMS SUBMITTING PROPOSALS ARE STILL UNDER REVIEW. WE UNDERSTAND THAT MINISTRY OF PUBLIC WORKS DEFINITELY INTENDS TO GO AHEAD WITH RUNWAY EXTENSION, BUT WHETHER OR NOT MPW WILL CHOSE ONE OF THE PROPOSALS SUBMITTED IN FEBRUARY, ATTEMPT TO RENEGOTIATE PRICE WITH FIRMS WHICH HAVE BID, OR CALL FOR ANOTHER SET OF PROPOSALS IS STILL UNDECIDED. (MINISTRY APPARENTLY IS NOT HAPPY WITH COST FIGURES SUBMITTED.) AIRWAYS ENGINEERING IS IN THE RUNNING, AND WE UNDERSTAND THAT BOYCOTT LANGUAGE COMPLICATIONS (REF B AND C) ARE NOT RPT NOT PROBLEM.
- 2. WITH SUMMER EXODUS ALREADY UPON US, DECISION COULD WELL BE DELAYED UNTIL SEPTEMBER. KUWAITIS ALWAYS DICKER ABOUT PRICE, AND CONSULTING CONTRACT FOR RUNWAY IS NO EXCEPTION. IF WE HEAR ANYTHING, WE WILL PASS IT ON TO AIRWAYS ENGINEERING. WE UNDERSTAND MINISTRY OF PUBLIC WORKS HAS CONTACTED AIRWAYS ENGINEERING ABOUT PRICING AND FEELS THAT ITS PRICES AND THOSE OF SOME OTHER FIRMS IN COMPETITION ARE TOO HIGH. THIS COULD LEAD CONFIDENTIAL

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MINISTRY TO INITIATE DISCUSSIONS WITH OTHER FIRMS. AIRWAYS ENGINEERING WOULD PROBABLY BE WELL ADVISED TO DISCUSS ITS BID FURTHER WITH MPW.
SUTHERLAND

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